

SECRETARY/TREASURER'S REPORT: 1988

Table 1. Membership Record, 1987-88

Region/State	1987			1988		
	Regular	Junior	Total	Regular	Junior	Total
South						
Alabama	43	9	52	35	14	49
Arkansas	26	3	29	24	0	24
Delaware	6	0	6	4	0	4
District of Columbia	70	2	72	64	2	66
Florida	63	10	73	64	11	75
Georgia	58	8	66	44	11	55
Kentucky	38	7	45	36	3	39
Louisiana	36	5	41	41	4	45
Maryland	31	3	34	21	2	23
Mississippi	29	9	38	25	8	33
North Carolina	34	11	45	41	8	49
Oklahoma	36	13	49	34	5	39
South Carolina	38	10	48	32	9	41
Tennessee	41	8	49	37	4	41
Texas	74	17	91	77	16	93
Virginia	97	9	106	98	8	106
West Virginia	6	0	6	2	0	2
Subtotal	726	124	850	679	105	784
Other regions	192	38	230	186	30	216
Foreign Countries	30	3	33	30	7	37
Total Individual Members	948	165	1113	895	142	1037
Percent from South	77	75	76	76	74	76
Institutional Subscription .			166			158
Total	948	165	1279	895	142	1195

Table 2. Membership Flow, 1987-88

	1987			1988		
	Individual	Library	Total	Individual	Library	Total
Beginning of the year	964	163	1127	1113	166	1279
New Members (+)	227	14	291	186	7	193
Not renewed (-)	128	11	139	262	15	277
End of year	1113	166	1279	1037	158	1195
Percent not renewed	13	7	12	24	9	22

Table 3. Income Statement, 1988

Revenues:			
Subscriptions	\$ 3,880.70		
Memberships	12,682.00		
SAEA registration	<u>3,097.00</u>	\$19,659.70	
<i>SJAE</i>			
Page charges & reprints	\$26,201.20		
Back issues	<u>15.00</u>	\$26,216.20	
Miscellaneous			
Interest	\$ 84.49		
Royalty	<u>94.62</u>	<u>\$ 179.11</u>	
Total Revenues			<u>\$46,055.01</u>
Expenses:			
SAEA			
Meeting expenses	\$ 3,722.03		
Newsletter & postage	1,675.88		
Other	<u>363.05</u>	\$ 5,760.96	
<i>SJAE</i>			
Journal printing	\$27,924.43		
Editorial	2,220.75		
Postage	1,156.00		
Other	<u>998.77</u>	<u>\$32,299.95</u>	
Total Expenses			<u>\$38,060.91</u>
Net Income (loss)			<u>\$ 7,994.10</u>

Table 4. Balance Sheet, December 31, 1988

Assets:		
Griffin Federal S & L	\$ 48.22	
Dreyfus Liquid Assets	701.43	
Security State Bank	11,000.70	
ETSU Agency Fund	490.74	
Accounts Receivable	<u>1,330.00</u>	
Total	\$13,571.09	
Liabilities:		
Accounts Payable	\$ 0.00	
Total	<u>\$ 0.00</u>	
Equity:		
Beginning Balance	\$ 5,576.99	
1988 Net Income	<u>7,994.10</u>	
Total	\$13,571.09	

Table 5. Major Expenses Per Member, 1988

Selected Expenses:

<i>SJAE</i>	\$32,299.95
<i>SJAE</i> —Pg. Chg. Rev.	6,098.75
Meeting	3,722.03
Newsletters	1,675.88
Total SAEA	<u>\$38,060.91</u>

Number and Percent of Members:

Regular	895	75%
Junior	142	12%
Institutions	158	13%
Total	<u>1,195</u>	<u>100%</u>

Prorated Expense Per Member:

	Regular	Junior	Institution	Total
<i>SJAE</i>	\$27.07	\$27.30	\$26.58	\$27.03
<i>SJAE</i> —Pg. Chg. Rev.	5.11	5.15	5.02	5.10
Meeting	3.12	3.15	3.06	3.11
Newsletters	1.40	1.42	1.38	1.40
Total SAEA	<u>\$31.89</u>	<u>\$32.16</u>	<u>\$31.32</u>	<u>\$31.85</u>

Meeting Attendance, Percent and Prorated Expense

Regular	253	87%	\$12.80
Junior	37	13%	13.08
Total	<u>290</u>	<u>100%</u>	<u>\$12.83</u>

Distribution of Finances by Percent

	Revenues	Expenses
<i>SJAE</i>	57%	85%
Memberships	28%	—
Subscriptions	8%	—
Meeting	7%	10%
Newsletter	—	4%
Other	< 1%	1%
Total	<u>100%</u>	<u>100%</u>

Table 6. Summary of Financial History, 1986-88

	1986	1987	1988
Revenues:			
Memberships	\$11,478.50	\$14,161.00	\$12,682.00
Page charges & reprints	15,260.00	14,070.00	26,201.20
Interest	760.49	434.61	84.49
Meeting registration	2,325.07	3,033.00	3,097.00
Subscriptions	—	—	3,880.70
Miscellaneous	1,181.31	1,721.71	109.62
Total	\$31,005.37	\$33,420.32	\$46,055.01
Expenses:			
<i>Journal printing</i>			
editorial & postage	\$29,765.21	\$29,855.83	\$32,299.95
Newsletters & postage	1,081.08	1,125.24	1,675.88
Annual meeting	2,967.64	3,968.93	3,722.03
Miscellaneous	1,046.87	1,776.53	363.05
Total	\$34,860.80	\$36,726.53	\$38,060.91
Net Income (loss)	(\$ 3,855.43)	(\$ 3,306.21)	\$ 7,994.10
Equity			
Beginning balance, January 1	\$12,738.63	\$ 8,883.20	\$ 5,576.99
Ending balance December 31	8,883.20	5,576.99	13,571.09